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U.S. Bureau of Agricultural Economics
Title:
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Place:
[New York]
Date:
[1929]

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PROGRESS REPORT

OF

"THE TRUCK AS A CARRIER IN SUPPLYING FRUITS AND VEGETABLES TO THE METROPOLITAN NEW YORK DISTRICT".

Conducted By
BUREAU OF AGRICULTURAL ECONOMICS OF THE
UNITED STATES DEPARTMENT OF AGRICULTURE,
NEW JERSEY STATE AGRICULTURAL COLLEGE,
AND THE NEW JERSEY STATE DEPARTMENT OF AGRICULTURE,
CO-OPERATING

One of a Series of Studies made in Cooperation With

THE NEW YORK FOOD MARKETING RESEARCH COUNCIL

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March 17, 1932 DA/Hee

PROGRESS REPORT

OF

"THE TRUCK AS A CARRIER IN SUPPLYING FRUITS AND VEGETABLES TO THE METROPOLITAN NEW YORK DISTRICT."

This brief report is designed to present the general Status of the Trucking Survey with respect to methods pursued in its prosecution, sources of information, and to give a resume of the important facts developed at this point of the analysis.

In assembling basic data incident to this survey an attempt is being made to cover all groups connected with the marketing of fruits and vegetables, extending from the farm to the jobber. These include the grower at the place of production, the commercial truckman, the dealers, associations, and exchanges in the producing area, the farmers or their market men in the farmers' markets, the commission men in the primary and secondary markets of New York, the books of commission houses, and the receipts of motor truck shipments as compiled by the United States Department of Agriculture News Service since July 1928. Thus there will be three main points of view, that of the shipper, carrier, and receiver.

The main purpose of the Trucking Survey is threefold: First, to ascertain the volume of receipts of fruits and vegetables by motor truck in the Metropolitan area by points and states or sections of origin for twelve consecutive months: Second, to determine the importance of the motor truck as compared to rail and boat shipments in respect to volume rates, time in transit, claims, damage, effects on quality, schedules, and such other pertinent facts as may be related thereto: third, to formulate a plan for reporting motor truck receipts daily, accurately and early enough to be of service in the market.

In endeavoring to accomplish the purpose of the survey as set forth above some lines of attack have been completed while other are partically complete and still others lie in the future. The work has been finished in the farmers' markets, and the material tabulated, the gathering of data from the books of commission houses is practically complete, the field work on the questionnaires to growers, commercial truckmen, and dealers, associations, and exchanges is complete but additional schedules are to be circulated by mail, the compiling of truck receipts daily from merchants in the primary and secondary markets has been carried on since July 1928 and still continues, and the personal interviews with commission men relative to their views on the use of the motor truck is yet to be commenced. Lists of growers, commercial truckmen, and dealers, associations and exchanges have been received from county agents in NewYork, Long Island, Delaware, Eastern Shore of Maryland, and New Jersey. From these a mailing list is being compiled.

FARMERS' MARKETS OF NEWARK AND NEW YORK

More than five hundred farmers and gardners selling in the four farmers' markets of Newark and New York were interviewed in September and August of 1928.

It was found that the average distance between the farm and the farmers' market was 28.6 miles. However, the outside radius of the territory which furnished produce for the farmers' markets would possibly average about fifty miles or more. It would seem safe to estimate that the average distance of haul has increased from fifteen to twenty miles with the coming of the motor truck. The wagons from Long Island were once loaded on flat cars and the teams in stock cars of a "market train" for Long Island City, where they were unloaded

and ferried across to Manhattan, and then driven over to Gansevoort Farmers' Market. This made possible production at a greater distance from the Farmers' Market. The receipts in the Farmers' Markets of Gansevoort, Wallabout, and Newark, each municipally owned and operated, were obtained daily from July through December. It was not possible to obtain similar figures from the privately owned Harlem Market located at 102nd Street and the East River, New York City.

The average load capacity of the farmer's truck was found to be 3.36 tons. The farms showed an average acreage of 55.11 acres. The average market and trip expense as estimated by each farmer proved to be $22.77. Other points which shed light upon the problem have been revealed from these many data, but these have not been included in this summary report.

WHOLESALE AND JOBBING MARKETS

Receipts

Tables prepared from the records of the Market News Service at 55 Park Place, New York City, where the receipts of fruits and vegetables in New York and Newark are collected and compiled daily, are herewith included. The figures for the month of July of truck receipts represent only that part received after the seventh of the month, when collection of information was begun. In the tables wherein receipts by rail and those by truck are compared, all truck shipments appear, but only those by rail which were also received by truck, are shown.

Only fruits and produce which passed through commission houses are included in this report, except in the case of Newark. This would exclude that which is sold on the several Farmers' Markets, that which goes

around the market directly to jobbers and retailers, and part of that which is moved directly into storage or to pickling and preserving plants.

It is felt that the tables will be found self-explanatory with the proper caption above each.

A COMPARISON OF FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK AND RAIL ON THE NEW YORK CITY JOBBING MARKETS BY STATES OF ORIGIN FROM JULY THROUGH DECEMBER

(Stated in carlot equivalents)

	Conn.		Delaware		Long Isl.		Maryland		Mass.	
Month	R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.
July	--	--	71	140	--	115	588	101	80	--
Aug.	--	2	160	131	345	274	614	286	198	--
Sept.	1	4	57	72	964	358	160	21	55	2
Oct.	8	2	24	162	910	561	181	28	72	--
Nov.	--	--	--	5	560	685	86	5	--	--
Dec.	--	1	11	6	338	309	51	1	--	1
Total	9	9	303	570	3117	2304	1680	440	315	5

	New Jersey		New York		North Car.		Rhode Isl.		Penn.	
Month	R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.
July	1066	1949	1405	149	1089	7	--	--	65	7
Aug.	1197	1907	1976	216	1549	1	2	1	81	6
Sept.	869	941	2745	540	62	--	1	1	301	12
Oct.	699	589	2092	494	19	--	3	1	159	74
Nov.	198	515	1251	79	--	--	--	--	4	159
Dec.	129	197	960	49	--	--	--	--	5	159
Total	4068	5236	11031	1817	2619	8	6	3	615	397

	Virginia		Others		Total U.S.					
Month	R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.
July	3000	3	12,190	--	18,472	1972				
Aug.	962	11	7,996	--	15,050	2915				
Sept.	857	5	9,631	--	15,261	1980				
Oct.	606	12	15,974	--	21,265	1757				
Nov.	255	8	15,756	--	16,099	1250				
Dec.	68	--	12,[illegible]	--	14,[illegible]	682				
Total	4430	39	72,569	--	100,620	10556				

A COMPARISON OF FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK AND RAIL ON THE NEWARK JOBBERS' AND FARMERS' MARKETS BY STATES OF ORIGIN FROM JULY THROUGH DECEMBER

(Stated in carlot equivalents)

Month	Delaware		Long Island		Maryland		New Jersey		New York	
	R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.
July	1	27	---	---	64	21	5	984	1	34
Aug.	29	65	---	---	78	35	120	1418	48	3
Sept.	15	29	---	---	9	12	304	1187	187	45
Oct.	17	20	---	17	30	---	295	755	465	65
Nov.	5	3	---	24	15	1	129	485	257	13
Dec.	16	5	---	5	5	---	76	153	270	11
Total	81	149	---	46	199	69	937	4982	1368	171

Month	Pennsylvania		Virginia		Others		Total U.S.			
	R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.
July	---	11	295	2	845	---	1210	1819		
Aug.	---	8	73	---	420	---	778	1569		
Sept.	27	10	49	---	567	---	1156	1291		
Oct.	11	29	90	4	1598	---	2515	890		
Nov.	11	21	90	2	1130	---	1715	469		
Dec.	4	16	86	---	288	---	745	198		
Total	85	95	682	8	4869	---	8119	5400		

NEW YORK CITY MOTOR TRUCK RECEIPTS IN THE JOBBING MARKETS

(Stated in carlot equivalents)

COMMODITY	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total 1928
Apples	257	302	305	161	97	45	1107
Asparagus	10	---	---	---	---	---	10
Crab apples	---	---	1	---	---	---	1
Raspberries	46	6	2	1	---	---	55
Blackberries	94	126	10	---	---	---	240
Huckleberries	18	22	5	---	---	---	45
Beans	195	249	225	89	2	---	758
Beets	10	15	12	12	14	3	64
Cabbage	71	44	42	49	39	31	276
Cauliflower	5	32	115	286	305	130	970
Celery	72	60	20	7	5	4	168
Cherries	15	---	---	---	---	---	15
Corn	304	306	34	2	---	---	706
Cucumbers	168	109	24	3	---	---	304
Carrots	27	118	28	27	30	12	242
Cantaloupes	4	350	5	---	---	---	368

CONTINUED

NEW YORK MOTOR TRUCK RECEIPTS IN THE JOBBING MARKETS

(Stated in carlot equivalents)

COMMODITY	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total 1938
Cranberries	--	--	--	--	--	2	2
Currants	24	6	--	--	--	--	30
Chicory	--	1	--	3	2	--	6
Dill	--	1	--	--	1	--	2
Escarole	1	1	2	2	4	2	12
Eggplant	6	72	45	13	--	--	134
Grapes	--	--	86	237	6	4	333
Kale	--	--	1	6	9	4	20
Lettuce	36	9	7	47	58	3	161
Leeks	--	--	--	--	--	3	3
Laurel Roping	--	--	--	--	--	2	2
Mushrooms	7	11	18	76	138	157	407
Mix.Veg/	--	4	1	1	--	--	6
Onions	19	28	19	2	2	--	80
Peppers	58	161	256	254	30	--	759
Peaches	9	85	215	2	--	--	311
Potatoes	11	126	151	73	71	15	499
Parsley	3	3	--	1	5	6	18
Peas	8	7	--	--	1	--	16
Pumpkin	--	--	--	2	2	--	4
Pears	--	14	38	22	7	3	84
Parsnips	--	--	2	5	7	6	20
Plums	--	--	1	--	--	--	1
Radishes	3	2	2	8	--	1	16
Rhubarb	2	1	--	--	--	--	3
Soup Greens	7	4	6	8	10	4	39
Squash	7	6	2	12	12	9	48
Sorrel Greens	1	1	1	--	--	--	3
Spinach	16	11	16	78	122	21	264
Sweet Potatoes	--	16	50	76	75	114	335
Sprouts	--	--	5	61	99	81	246
Tomatoes	199	580	205	68	--	--	1002
Turnips	14	16	19	17	14	11	91
Dandelion	--	--	--	--	1	--	1
Total	1765	2904	1930	1787	1329	682	10,395

ARRIVAL BY STATES

Connecticut	11	New Jersey	3845
Delaware	370	New York	1304
Long Island	2265	North Carolina	8
Maryland	440	Pennsylvania	397
Massachusetts	5	Rhode Island	5
Virginia	39	Total	10,295

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN--NEW YORK CITY JOBBING MARKETS

(States in carlot equivalents)

STATE	COMMODITY	July		August		September		October	
		R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.
CONN.	Apples	--	--	--	1	--	2	--	2
	Beans	--	2	--	1	--	2	--	--
	Apples	17	99	21	25	32	18	19	2
	Blacks	--	4	--	--	--	--	--	--
	Beans	--	--	--	--	--	--	--	1
	Cues.	52	35	3	5	--	--	--	--
	Cants.	--	--	115	90	--	1	--	--
DEL.	Grapes	--	--	--	--	1	21	2	5
	Peppers	--	1	--	1	--	--	--	1
	Pears	--	--	--	--	--	2	--	1
	Peaches	--	--	4	7	--	12	--	--
	Sw.Pots.	--	--	1	1	--	6	--	5
	Tomatoes	--	1	--	2	--	2	--	5
	Beans	--	13	--	40	--	68	--	13
	Beets	--	6	--	9	--	12	--	11
	Cabbage	--	22	--	35	--	30	--	47
	C-flower	4	2	19	1	45	22	2	265
	Cues.	--	2	--	27	--	21	--	3
	Carrots	--	13	--	25	--	26	--	24
	Corn	--	6	--	28	--	23	--	1
	Currants	--	1	--	--	--	--	--	--
	Chicory	--	--	--	1	--	--	--	1
	C-berries	--	--	--	--	--	--	--	--
	Celery	--	--	--	--	--	--	--	--
	Dill	--	--	--	1	--	--	--	--
	Dandelion	--	--	--	--	--	--	--	--
	Eggplant	--	--	--	--	--	1	--	--
	Escarole	--	1	--	1	--	2	--	2
	Kale	--	--	--	--	--	1	--	6
	Lettuce	--	5	--	1	--	--	--	1
	Onions	--	4	--	5	--	4	--	1
L.I.	Pears	--	--	--	--	--	--	--	--
	Potatoes	--	10	345	66	964	77	908	64
	Parsley	--	1	--	5	--	--	--	--
	Peas	--	4	--	5	--	--	--	--
	Peppers	--	--	--	--	--	1	--	6
	Parsnips	--	--	--	--	--	2	--	5
	Radishes	--	3	--	2	--	2	--	6
	Rhubarb	--	2	--	1	--	--	--	--
	Soup Gr.	--	7	--	4	--	6	--	8
	Spinach	--	10	--	7	--	10	--	16
	Sprouts	--	--	--	--	--	5	--	80
	Squash	--	--	--	--	--	--	--	5
	Sorrel Gr.	--	--	--	1	--	1	--	--
	Tomatoes	--	3	--	1	--	7	--	3
	Turnips	--	--	--	1	--	2	--	6

CONTINUED

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN--NEW YORK CITY JOBBING MARKETS

Continued (Stated in carlot equivalents)

STATE	COMMODITY	July			August			September			October		
		M.	R.	T.	M.	R.	T.	M.	R.	T.	M.	R.	T.
	Apples	11	7		8	8		28	8		30	4	
	Beans	8	80		8	8		8	8		8	7	
	Blacks	8	4		8	1		8	8		8	8	
	Bushles	8	2		8	1		8	8		8	8	
	Cuss.	8	25		117	1		11	8		8	8	
	Cants.	8	4		8	241		210	1		15	8	
	Grapes	8	8		8	8		8	1		8	8	
MD.	Pears	8	8		8	8		8	8		8	1	
	Peppers	8	8		8	8		1	1		8	15	
	Peaches	8	8		14	2		27	14		28	1	
	Sw.pots.	8	8		15	3		42	4		28	1	
	Tomatoes	222	11		220	10		6	2		1	1	
MASS.	Beans	8	8		8	8		8	8		8	8	
	Cranberries	8	8		8	8		8	8		8	8	
	Apples	28	130		15	243		4	112		1	20	
	Asparagus	5	10		8	8		8	8		8	8	
	Crab App.	8	8		8	8		1	8		8	8	
	Beans	248	154		221	168		78	115		8	8	
	Beets	22	4		3	4		8	8		8	1	
	Blacks	8	26		8	125		8	10		8	8	
	Bushles	3	8		8	15		8	2		8	8	
	Bmps.	8	22		8	8		8	8		8	1	
	Broccoli	8	8		8	8		8	8		8	1	
	Cabbage	12	45		8	8		8	1		8	1	
	C-flower	8	2		8	8		8	1		8	1	
N. J.	Celery	1	17		8	8		8	1		8	1	
	Cherries	8	2		8	8		8	1		8	1	
	Cuss.	247	78		126	70		8	1		8	1	
	Carrots	21	14		8	27		2	11		8	1	
	Corn	3	388		8	8		8	8		8	1	
	Currants	8	1		8	8		8	1		8	1	
	Chicory	8	8		8	8		1	1		8	1	
	Cants.	8	8		11	28		12	1		8	1	
	Eggplant	8	8		87	78		12	1		8	15	
	Escarole	8	8		8	8		8	1		8	8	
	Lettuce	8	8		8	8		8	1		8	8	
	Leeks	8	8		1	8		8	1		8	1	
	Mix.Veg.	6	8		8	8		1	1		8	1	
	Onions	216	15		78	28		8	8		8	8	
	Peppers	49	21		241	150		88	88		88	1	
	Peaches	8	8		4	71		12	24		8	8	
	Potatoes	2	1		209	77		212	24		84	1	
	Parsley	8	2		4	8		8	8		1	8	
	Pears	8	8		2	8		8	12		8	8	

CONTINUED

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN--NEW YORK CITY JOBBING MARKETS

Continued (Stated in carlot equivalents)

STATE	COMMODITY	July		August		September		October	
		R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.
	Pumpkins	--	--	--	--	1	--	--	1
	Radishes	--	--	--	--	3	--	--	2
	Squash	35	7	28	6	7	2	--	9
N. J.	Spinach	--	5	--	4	--	8	11	52
	Sw.Pots.	1	--	1	11	24	30	25	66
	Tomatoes	64	122	210	478	125	139	47	37
	Turnips	1	14	1	15	2	17	2	11
	Apples	21	1	106	21	435	181	690	118
	Blacks	--	1	--	--	--	--	--	--
	Huckles.	--	2	--	--	--	--	--	--
	Peaps.	3	14	--	3	--	--	--	--
	Beans	8	--	16	1	6	5	--	--
	Cabbage	--	4	55	--	222	1	576	1
	C-flower	--	1	--	21	--	90	15	21
	Celery	--	25	20	21	210	19	278	6
	Cherries	22	11	9	10	2	--	--	--
	Currants	44	22	3	6	--	--	--	--
	Chicory	--	--	--	--	--	--	--	1
	Corn	--	--	--	1	1	--	--	--
	Cues.	--	--	220	6	222	2	26	--
	Carrots	11	--	97	1	146	--	105	--
N. Y.	Elderberr.	--	--	2	1	3	--	--	--
	Grapes	--	--	--	--	26	54	--	202
	Lettuce	620	26	560	8	242	7	171	7
	Mix.Veg.	2	--	270	1	270	--	106	--
	Mushrooms	8	7	7	11	3	7	1	2
	Onions	--	--	87	10	--	15	--	1
	Peas	505	4	265	2	14	--	--	2
	Pears	--	--	105	11	160	25	175	11
	Potatoes	--	--	1	15	4	--	45	--
	Peaches	--	--	2	5	115	109	142	2
	Plums	--	--	2	--	56	1	22	--
	Pumpkins	--	--	--	--	--	--	--	1
	Peppers	3	--	--	--	--	--	--	1
	Spinach	--	--	3	--	3	1	4	4
	Tomatoes	--	1	45	21	133	55	77	24
N. C.	Beans	13	1	1	--	--	--	6	--
	Peppers	74	6	45	1	--	--	--	--
	Huckles	54	3	22	3	10	--	--	--
	Celery	--	--	--	--	--	--	--	--
	Mushrooms	--	--	--	--	--	11	--	74
PENN.	Peaches	1	--	10	--	226	--	--	--
	Spinach	--	1	--	--	--	--	--	--
	Tomatoes	--	1	2	1	22	--	2	--
N. H.	Beans	--	--	2	1	4	1	1	1
	Beans	8	5	5	10	9	4	118	9
VA.	Sw.Pots.	1	--	130	1	260	1	249	3
	Peppers	--	--	--	--	--	--	--	--
	Peas	--	--	--	--	--	--	--	--

CONTINUED

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN--NEW YORK CITY JOBBING MARKETS

Continued (Stated in carlot equivalents)

		November		December		Total		Grand Total	
STATE	COMMODITY	M. Ns.	M.	M. Ns.	M.	M. Ns.	M.	M. Ns.	M.
CONN.	Apples	--	--	--	1	--	6	--	--
	Beans	--	--	--	--	--	5	--	11
	Apples	--	--	--	--	30	144	--	--
	Blacks.	--	--	--	--	--	4	--	--
	Beans	--	--	--	--	--	1	--	--
	Cues.	--	--	--	--	35	40	--	--
	Cmbs.	--	--	--	--	113	21	--	--
	Grapes	--	--	--	--	3	36	--	--
DEL.	Peppers	--	--	--	--	--	3	--	--
	Pears	--	--	--	--	--	3	--	--
	Peaches	--	--	--	--	4	19	--	--
	Sw.Pots.	--	5	11	6	15	21	--	--
	Tomatoes	--	--	--	--	--	8	379	370
	Beans	--	--	--	--	--	145	--	--
	Beets	--	10	--	5	--	51	--	--
	Cabbage	--	37	--	11	--	211	--	--
	C-flower	1	335	1	190	72	884	--	--
	Cues.	--	--	--	--	--	25	--	--
	Carrots	--	27	--	12	--	157	--	--
	Corn	--	--	--	--	--	26	--	--
	Currants	--	--	--	--	--	1	--	--
	Chicory	--	1	--	--	--	3	--	--
	C-Berries	--	--	--	1	--	1	--	--
	Celery	--	1	--	--	--	1	--	--
	Dill	--	1	--	--	--	2	--	--
L. I.	Dandelion	--	1	--	--	--	1	--	--
	Eggplant	--	--	--	--	--	1	--	--
	Escarole	--	3	--	1	--	10	--	--
	Kale	--	9	--	4	--	20	--	--
	Lettuce	--	--	--	--	--	7	--	--
	Onions	--	1	--	--	--	15	--	--
	Pears	--	1	--	--	--	1	--	--
	Potatoes	389	64	397	12	3113	295	--	--
	Parsley	--	--	--	--	--	4	--	--
	Peas	--	--	--	--	--	9	--	--
	Peppers	--	--	--	--	--	7	--	--
	Parsnips	--	7	--	6	--	20	--	--
	Radishes	--	--	--	1	--	14	--	--
	Rhubarb	--	--	--	--	--	3	--	--
	SoupGreens	--	10	--	4	--	38	--	--
	Spinach	--	5	--	2	--	29	--	--

CONTINUED

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN--NEW YORK CITY JOBBING MARKETS

Continued (Stated in carlot equivalents)

STATE	COMMODITY	November		December		Total		Grand Total	
		M. H.	M.	M. H.	M.	M. H.	M.	M. H.	M.
	Sprouts	--	99	--	81	--	244	--	--
	Squash	--	1	--	5	--	7	--	--
L. I.	Sorrel Gr.	--	--	--	--	--	2	--	--
	Tomatoes	--	--	--	--	--	14	--	--
	Turnips	--	10	--	9	--	28	3185	2264
	Apples	--	--	--	--	102	11	--	--
	Beans	--	--	--	--	14	40	--	--
	Blacks	--	--	--	--	--	5	--	--
	Huckles.	--	--	--	--	--	3	--	--
	Cuss.	--	--	--	--	128	54	--	--
	Cants.	--	--	--	--	328	248	--	--
MD.	Grapes	--	--	--	--	--	1	--	--
	Pears	--	--	--	--	--	1	--	--
	Peppers	1	2	--	--	2	15	--	--
	Peaches	--	--	--	--	41	3	--	--
	Sw.Pots.	35	1	31	1	249	15	--	--
	Tomatoes	--	--	--	--	499	44	1363	449
MASS.	Beans	--	--	--	--	--	2	--	--
	C-berries	--	--	--	1	--	1	--	1
	Apples	4	6	2	3	49	585	--	--
	Asparagus	--	--	--	--	5	10	--	--
	Crab App.	--	--	--	--	--	1	--	--
	Beans	--	--	--	--	586	589	--	--
	Beets	--	4	--	--	25	13	--	--
	Blacks	--	--	--	--	--	230	--	--
	Huckles	--	--	--	--	5	28	--	--
	Mango.	--	--	--	--	--	38	--	--
	Broccoli	--	1	--	--	--	1	--	--
	Cabbage	--	--	--	--	18	57	--	--
	C-flower	--	--	--	--	--	5	--	--
	Celery	8	4	--	2	10	34	--	--
N. J.	Cherries	--	--	--	--	--	2	--	--
	Cuss.	--	--	--	--	355	149	--	--
	Carrots	--	3	--	--	84	114	--	--
	Corn	--	--	--	--	11	647	--	--
	Currants	--	--	--	--	--	1	--	--
	Chicory	1	1	--	--	1	2	--	--
	Cants.	--	--	--	--	12	28	--	--
	Eggplant	--	--	--	--	55	135	--	--
	Escarole	--	1	--	1	--	2	--	--
	Lettuce	98	89	18	5	150	106	--	--
	Leeks	--	--	--	5	--	5	--	--
	Mix.Veg/	--	--	--	--	7	5	--	--

CONTINUED

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN--NEW YORK CITY JOBBING MARKETS

Continued (Stated in carlot equivalents)

STATE	COMMODITY	Number		Number		Total		Grand Total	
		M. T.	R.	M. T.	R.	M. T.	R.	M. T.	R.
	Onions	--	--	--	--	885	28	--	--
	Peppers	24	24	--	--	685	732	--	--
	Peaches	--	--	--	--	22	172	--	--
	Potatoes	7	6	--	--	215	150	--	--
	Parsley	--	--	--	--	6	14	--	--
	Peas	--	--	--	--	4	25	--	--
N. J.	Pumpkins	--	1	--	--	1	2	--	--
	Radishes	--	--	--	--	5	2	--	--
	Squash	6	11	1	--	8	41	--	--
	Spinach	45	115	1	--	15	220	--	--
	Sw.Pots.	45	68	126	197	226	291	--	--
	Tomatoes	--	--	--	--	446	885	--	--
	Turnips	1	4	1	--	2	28	2688	2845
	Apples	481	81	348	41	2008	508	--	--
	Blackb.	--	--	--	--	--	1	--	--
	Huckleb.	--	--	--	--	--	2	--	--
	Mango.	--	--	--	--	--	17	--	--
	Beans	--	--	--	--	2	6	--	--
	Cabbage	385	2	386	--	1372	6	--	--
	C-flower	--	--	--	--	15	145	--	--
	Celery	217	--	224	1	926	158	--	--
	Cherries	--	--	--	--	6	22	--	--
	Currants	--	--	--	--	--	1	--	--
	Chicory	--	--	--	--	--	1	--	--
	Corn	--	--	--	--	2	1	--	--
	Cuss.	--	--	--	--	2	1	--	--
	Carrots	--	--	--	--	88	1	--	--
N. Y.	Elderberr.	--	--	--	--	5	1	--	--
	Grapes	--	--	--	--	2	16	--	--
	Lettuce	--	--	--	4	1770	46	--	--
	Mix.Veg.	--	--	--	--	745	1	--	--
	Mushrooms	1	--	--	--	20	2	--	--
	Onions	74	1	15	--	170	47	--	--
	Peas	--	--	--	--	784	6	--	--
	Pears	88	1	15	--	88	15	--	--
	Potatoes	--	--	--	--	227	116	--	--
	Peaches	--	--	--	--	100	1	--	--
	Plums	--	--	--	--	1	1	--	--
	Pumpkins	--	1	--	--	--	1	--	--
	Peppers	--	--	--	--	5	1	--	--
	Spinach	--	--	--	--	10	--	--	--
	Tomatoes	--	--	--	--	888	101	10,887	1815

CONTINUED

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN--NEW YORK CITY JOBBING MARKETS

Continued (Stated in carlot equivalents)

STATE	COMMODITY	November		December		Total		Grand Total	
		R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.
N. C.	Beans	--	--	--	--	24	1	--	--
	Peppers	--	--	--	--	117	7	141	8
	Radishes.	--	--	--	--	140	10	--	--
	Celery	--	--	--	1	--	1	--	--
	Mushrooms	2	157	3	157	5	370	--	--
PENN.	Peaches	--	--	--	--	237	--	--	--
	Spinach	2	2	--	1	2	4	--	--
	Tomatoes	--	--	--	--	26	1	453	201
N. J.	Beans	--	--	--	--	4	2	4	2
VIR.	Beans	36	2	--	--	176	28	--	--
	Sw.Pots.	210	1	66	--	912	6	--	--
	Peppers	--	4	--	--	--	4	--	--
	Peas	2	1	--	--	2	1	1096	38

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN--NEWARK, N. J. JOBBERS AND FARMERS' MARKETS.

(Stated in carlot equivalents)

STATE	COMMODITY	July		August		September		October	
		R. R.	M.	R. R.	M.	R. R.	M.	R. R.	M.
	Apples	--	6	1	6	13	9	16	18
	Blackb.	--	4	--	--	--	--	--	--
	Beans.	--	1	--	--	--	--	--	--
	Beans	--	4	28	3	--	1	--	--
	Canta.	--	1	--	47	--	3	--	--
DEL.	Cuke.	--	11	--	5	--	--	--	--
	Grapes	--	--	--	1	--	13	--	1
	Peaches	--	--	2	3	--	--	--	--
	Sw.Pots.	--	--	--	--	--	2	--	1
	Watermelons	--	--	1	2	--	1	--	--
	Cucumbers	--	--	--	--	--	--	--	17
L. I.	Cabbage	--	--	--	--	--	--	--	--
	Carrots	--	--	--	72	--	--	--	--
	Potatoes	--	--	--	--	--	--	--	--

CONTINUED

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN--NEWARK, N. J. JOBBERS AND FARMERS' MARKETS.

Continued (Stated in carlot equivalents)

		July		August		September		October	
STATE	COMMODITY	M.	R.	M.	R.	M.	R.	M.	R.
	Apples	--	--	1	1	8	2	15	--
	Blantas	--	1	--	--	--	--	--	--
	Beans	--	6	--	5	--	5	--	--
	Canta	1	2	11	37	1	2	--	--
MD.	Corn.	--	10	--	--	--	--	--	--
	Grapes	--	--	--	--	--	5	--	--
	Sw.Pots.	--	--	2	1	22	2	16	--
	Apples	2	25	4	73	--	63	4	20
	Blantas	--	25	--	49	--	5	--	--
	Bushles	--	6	--	10	--	5	--	--
	Bapa.	--	24	--	1	--	1	--	--
	Elderberr.	--	--	--	6	--	2	--	--
	Beans	--	72	--	54	--	76	--	12
	Beets	--	22	--	11	--	24	--	2
	C-flower	--	15	--	--	--	--	--	--
	Cabbage	--	133	--	108	--	60	--	2
	Celery	--	57	--	83	--	41	--	7
	Carrots	--	60	--	--	--	56	--	2
	Chicory	--	--	--	--	--	--	--	--
	Collards	--	--	--	--	--	--	--	--
	Corn.	--	16	--	19	--	1	--	--
	Cants.	--	125	--	222	--	112	--	6
	Eggplants	--	2	--	25	--	3	--	--
N. J.	Escarole	--	--	--	21	--	17	--	2
	Field Sal.	--	--	--	--	--	17	--	2
	Finocchi	--	--	--	--	--	--	--	--
	Grapes	--	--	--	--	--	6	--	11
	Horsfish	--	--	--	--	--	--	--	--
	Kale	--	--	--	--	--	--	--	--
	Lettuce	--	57	--	1	--	4	--	16
	Leeks	--	--	--	--	--	--	--	--
	Mushrooms	--	--	--	--	--	--	--	--
	Onions	--	15	5	14	--	5	--	2
	Oyster pl.	--	--	--	--	--	--	--	--
	Parsley	--	--	--	--	--	--	--	--
	Potatoes	--	12	150	240	28	154	28	124
	Pumpkins	--	--	--	--	--	1	--	--
	Peppers	--	15	--	46	--	67	--	5
	Turnips	--	--	--	--	--	5	--	28
	Pears	--	--	--	2	--	5	--	4
	Peaches	--	4	1	55	--	149	--	5
	Peas	--	10	--	--	--	--	--	--

CONTINUED

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN--NEWARK, N.J. JOBBERS AND FARMERS' MARKETS.

Continued (Stated in carlot equivalents)

		July		August		September		October	
STATE	COMMODITY	M.	R.	M.	R.	M.	R.	M.	R.
	Cabbage	--	6	--	1	--	1	--	4
	Rhubarb	--	--	--	1	--	--	--	--
	Squash	--	10	--	1	--	8	--	6
N. J.	Sw.Pots.	--	--	--	2	4	11	2	6
	Spinach	--	15	--	12	--	26	--	116
	Tomatoes	--	197	--	254	--	217	--	75
	Turnips	--	--	--	--	--	3	--	4
	Apples	1	--	1	--	22	--	22	--
	Beans	--	1	--	1	--	1	--	--
	Beets	--	1	--	--	--	1	--	--
	Carrots	--	2	--	--	3	1	12	--
	C-flower	--	--	--	--	--	1	2	1
	Cabbage	--	--	5	--	45	1	28	1
	Celery	--	--	20	--	37	3	27	25
	Grapes	--	--	--	--	--	--	--	5
N. Y.	Lettuce	--	4	7	--	2	--	2	5
	Onions	--	2	--	2	2	16	2	14
	Peas	--	10	--	--	--	1	--	--
	Peaches	--	--	5	--	8	5	6	2
	Spinach	--	--	--	--	--	5	--	1
	Tomatoes	--	--	--	--	--	1	--	1
	Apples	--	--	--	--	--	--	--	--
	Beans	--	2	--	2	--	1	--	--
	Elderberr.	--	--	--	1	--	--	--	--
	Celery	--	4	--	--	--	--	--	--
	Carrots	--	1	--	2	--	--	--	--
	Lettuce	--	--	--	--	--	--	--	--
PENN.	Mushrooms	--	--	--	--	--	--	5	--
	Parsnips	--	--	--	--	--	--	--	1
	Potatoes	--	--	--	--	--	--	--	--
	Spinach	--	4	--	3	--	9	--	25
	Turnips	--	--	--	--	--	--	--	1
	Apples	--	--	--	--	--	--	--	--
	Beans	--	2	--	--	--	--	--	2
VIR.	Sw.Pots.	--	--	11	--	35	--	10	2
	Spinach	--	--	--	--	--	--	--	--

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN--NEWARK, N.J. JOBBERS AND FARMERS' MARKETS.

Continued (Stated in carlot equivalents)

STATE	COMMODITY	November		December		Total		Grand Total	
		M.	R.	M.	R.	M.	R.	M.	R.
	Apples	--	1	--	1	--	41	--	--
	Blackb.	--	--	--	--	--	4	--	--
	Raspb.	--	--	--	--	--	1	--	--
	Beans	--	--	--	--	--	8	--	--
	Canta.	--	--	--	--	--	81	--	--
DEL.	Cuss.	--	--	--	--	--	14	--	--
	Grapes	--	--	--	--	--	15	--	--
	Peaches	--	--	--	--	--	3	--	--
	Sweet Pots.	5	2	13	4	18	6	--	--
	Watermelons	--	--	--	--	--	5	78	149
	C-flower	--	30	--	1	--	35	--	--
L. I.	Cabbage	--	2	--	2	--	4	--	--
	Carrots	--	--	--	1	--	1	--	--
	Potatoes	--	5	--	1	--	6	--	46
	Apples	7	1	2	--	30	4	--	--
	Blackb.	--	--	--	--	--	1	--	--
	Beans	--	--	--	--	--	16	--	--
	Canta.	--	--	--	--	13	31	--	--
MD.	Cuss.	--	--	--	--	--	10	--	--
	Grapes	--	--	--	--	--	5	--	--
	Sw.Pots.	6	--	5	--	23	4	101	69
	Apples	4	41	--	22	15	277	--	--
	Blackb.	--	--	--	--	--	80	--	--
	Huckles.	--	--	--	--	--	19	--	--
	Raspb.	--	--	--	--	--	22	--	--
	Elderberr.	--	--	--	--	--	8	--	--
	Beans	--	--	--	--	--	225	--	--
	Beets	--	17	--	5	--	186	--	--
	C-flower	--	2	--	--	--	19	--	--
	Cabbage	--	30	--	19	--	414	--	--
	Celery	--	58	--	11	--	318	--	--
N. J.	Carrots	--	29	--	11	--	169	--	--
	Chicory	--	3	--	2	--	8	--	--
	Collards	--	1	--	2	--	5	--	--
	Cuss.	--	--	--	--	--	26	--	--
	Corn	--	--	--	--	--	525	--	--
	Canta.	--	--	--	--	--	23	--	--
	Eggplants	--	--	--	--	--	50	--	--
	Escarole	--	17	--	7	--	61	--	--
	Field Sal.	--	--	--	1	--	1	--	--
	Finnochi	--	4	--	--	--	7	--	--
	Grapes	--	--	--	--	--	17	--	--

CONTINUED

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN--NEWARK, N. J. JOBBERS AND FARMERS' MARKETS.

Continued (Stated in carlot equivalents)

STATE	COMMODITY	November		December		Total		Grand Total	
		M. T.	R.	M. T.	R.	M. T.	R.	M. T.	R.
	Kohlrabi	--	1	--	1	--	2	--	--
	Kale	--	8	--	4	--	12	--	--
	Lettuce	--	2	--	--	1	80	--	--
	Leeks	--	--	--	4	--	4	--	--
	Mushrooms	--	1	--	--	--	1	--	--
	Onions	--	3	--	1	5	28	--	--
	Oyster plt.	--	1	--	1	--	2	--	--
	Parsley	--	15	--	9	--	54	--	--
	Potatoes	6	86	--	28	307	604	--	--
	Pumpkins	--	2	--	--	--	8	--	--
	Peppers	--	7	--	--	--	194	--	--
	Parsnips	--	6	--	5	--	15	--	--
N. J.	Pears	--	1	--	--	--	12	--	--
	Peaches	--	--	--	--	1	215	--	--
	Peas	--	--	--	--	--	10	--	--
	Radishes	--	3	--	--	--	14	--	--
	Rhubarb	--	--	--	--	--	1	--	--
	Squash	--	2	--	1	--	27	--	--
	Sw.Pots.	--	6	--	6	9	35	--	--
	Spinach	--	65	--	8	--	250	--	--
	Tomatoes	--	1	--	--	--	702	--	--
	Turnips	--	9	--	5	--	25	888	4868
	Apples	12	2	88	8	100	9	--	--
	Beans	--	--	--	--	--	3	--	--
	Beets	--	--	--	--	--	7	--	--
	Carrots	--	--	--	--	16	3	--	--
	C-flower	--	--	--	--	--	2	--	--
	Cabbage	24	1	61	2	272	5	--	--
	Celery	--	--	--	--	112	5	--	--
N. Y.	Grapes	--	1	--	--	77	80	--	--
	Lettuce	--	--	--	--	9	7	--	--
	Onions	4	9	2	8	10	81	--	--
	Peas	--	--	--	--	--	20	--	--
	Peaches	--	--	--	--	19	11	--	--
	Spinach	--	--	--	--	--	5	--	--
	Tomatoes	--	--	--	--	--	5	618	171
	Apples	9	--	1	--	10	--	--	--
	Beans	--	--	--	--	--	5	--	--
PENN.	Elderberr.	--	--	--	--	--	1	--	--
	Celery	1	1	--	--	1	5	--	--
	Carrots	--	--	--	--	--	5	--	--

CONTINUED

FRUITS AND VEGETABLES RECEIVED BY MOTOR TRUCK COMPARED TO RAIL RECEIPTS SHOWING COMMODITY AND SOURCE OF ORIGIN---NEWARK, N. J. JOBBERS AND FARMERS' MARKETS.

Continued (Stated in carlot equivalents)

STATE	COMMODITY	November R.	November M.	December R.	December M.	Total R.	Total M.	Grand Total R.	Grand Total M.
	Lettuce	--	1	--	--	--	1	--	--
	Mushrooms	--	12	--	16	--	28	--	--
PENN.	Parsnips	--	--	--	--	--	1	--	--
	Potatoes	1	--	3	--	4	--	--	--
	Spinach	--	6	--	--	--	44	--	--
	Turnips	--	1	--	--	--	2	15	86
	Apples	80	--	88	--	68	--	--	--
	Beans	--	--	--	--	--	4	--	--
VIR.	Sw.Pots.	80	1	25	--	105	5	--	--
	Spinach	--	1	31	--	31	1	269	8

Commission Merchants' Books

PROGRESS: The books of P. W. Gibbons, W. O. & H. W. Davis, and R. T. Cochran have been examined. The records taken from P. W. Gibbons have been summarized showing his total receipts by shipping point and by counties. A Tabulation showing the comparison of the cost of shipment by rail and motor has not yet been summarized. The receipts from New Jersey by S. H. & E. H. Frost have been covered and the remaining books will be worked up at an early date. These receipts constitute about half of their total receipts.

DEALERS' AREA: Dealers draw from comparatively few points in a given state. There is much competition for the business and it is necessary for the dealer to maintain a country agent or other connection to get business. Each dealer seems to concentrate on a few localities. A composite picture of four dealers

may or may not represent market receipts or source of origin for New York, but will be of interest and value as representative of four large dealers only.

SPECIALIZATION: P. W. Gibbons specializes in mushrooms, Long Island sprouts, cauliflower, peas and beans, Marlboro berries and vegetables, and South Jersey vegetables. R. T. Cochran specializes in asparagus from the eastern shore region and berries from the South. Davis specializes in Southern berries, asparagus, vegetables and Hudson Valley fruit. Thus it seems that dealers as a rule specialize both in commodities and regions from which they receive their commodities.

SPECIAL FINDINGS: This study has brought out some good information on the importance of various shipping points, the location of shipping points, the character of production in the various regions, the size of consignments, and to some extent a comparison of rail and truck rates, and a comparison of distances of haul for the several commodities.

COMMISSION MERCHANTS: It is planned to canvass personally a questionnaire among twenty five or more of the leading members of the wholesale trade for the purpose of obtaining some ideas concerning the use of the motor truck from the viewpoint of the receiver of the goods in the market, and as an aid in interpreting the data collected from books of four commission firms in Washington Market.

It is known that there are decided differences of opinion among the commission men relative to the practicability and desirability of the motor truck as a carrier.

The information by this medium embraces among other questions the

following characteristic features such as quality, time, location, and stability of prices which determine demand for supplies transported by motor truck in contrast to rail or boat; contrast of facilities for handling receipts by different carriers; degree of market congestion and its effects; modification of business methods through increase of motor truck receipts; the effect of such receipts upon the period of selling; suggestions for improvement of conditions in the market as well as the field; and the practical value of daily reports of receipts of truck shipments.

FIELD WORK AMONG GROWERS, COMMERCIAL TRUCKMEN, AND DEALERS, ASSOCIATIONS AND EXCHANGES

Status of Source Data

Field work has been carried on among growers, commercial truckmen, and local dealers, associations and exchanges in parts of New York, Long Island, Connecticut, Massachusetts, Maryland, Virginia, Delaware, and New Jersey. Similar work is contemplated in Pennsylvania. In all of this work 280 schedules have been executed. These schedules were the three types previously approved for use in the study. Out of that number 126 represented growers, 62 commercial truckmen, and 92 dealers, associations and exchanges. Personal contact out in the field with people who operate, and with those who ship by the truck has proven a valuable asset in securing details upon many phases of the use of the motor truck for fruit and produce shipments. To date this material has not been summarized.

Some Outstanding Facts Discovered in the Field Work

CLAIMS: The security of claims on shipments by motor truck and the

ease and rapidity with which they are collected as compared to those by rail is evident. Concentrated responsibility and close personal touch with the truck operator seems to be the reason, in the main, for this.

SAVING OF TIME: The saving of time in transit by truck as against that by rail or boat seems to be one of the most important causes for the increasing popularity of the truck. This time saved ranges from six to twenty hours.

INCREASING IMPORTANCE: The truck is increasing in use constantly, generally, and rapidly in some parts of the shipping area. In no community visited has there been a backward movement from the truck to the railroad and at Vineland, N. J. , for instance, several dealers and truckmen stated that last year the produce shipments were approximately divided evenly between the railroad and the truck, but that this year the truck had gained until it was carrying about 75%, or a gain of 25% each of the past two years. Improved roads have a favorable effect.

PRODUCING AREA: There is one inner area around the markets composing a radius of forty to fifty miles where most of the fruits and vegetables produced are hauled to the farmers market, and beyond that up to 600 miles from Raleigh, N. C. they are taken to the primary and secondary markets almost in every case by commercial truckmen. The total percentage of produce moved by truck from this outer area decreases proportionally from nearly 100% to less than 25%.

IMPROVED SERVICE: In some parts of the country there appears to be a tendency toward concentration of trucking under fewer and larger, more responsible trucking organizations. The shipper is beginning to see the importance of dependibility as to regular service and safe delivery as against decreased cost of transportation as a result of cut-throat competition among one-truck bidders. They are more willing to pay fair rates for first class service with responsibility behind it. Many truckmen are voluntarily taking out cargo insurance while other are

being forced by competition to do so.

SPECULATORS: Speculators, or hucksters as they are known in some sections, appear to be increasing in number and importance. In the potato area of Mercer, Middlesex, and Monmouth counties of New Jersey, many of the potatoes are sold in truck loads to men known as speculators who drive down in their own trucks, buy directly from the producer, and drive up to Newark, the Oranges, and/or other towns until they can dispose of the load at a fair price. Thus they do not try to sell through a New York market. A similar condition is to be found at Albany, where buyers are found from the Champlain Valley district. They come down with an empty truck and buy produce for consumption in the Valley.

ROADSIDE STANDS: Roadside stands at the farms are being established in large numbers in New Jersey and Connecticut, and to a lesser degree in the other territories. The operators of these stands state that much better prices are obtained and more profit made in this way than by hauling or shipping to a metropolitan market, even though they must hire a man to sell, and pay other overhead expenses.

INVOLUNTARY SHIFT FROM RAIL TO TRUCK: Some of the associations and exchanges and many growers express their reluctance to change their mode of transportation from the railroad to the truck as a result of the keen competition set up with the increased use of the truck. One exchange representative said they preferred rail movement but had been forced to use a few trucks in 1928 and were buying several of their own in 1929.

INTERCHANGE OF EQUIPMENT OF TRUCKMEN: The flexibility of interchange of equipment among the truckmen of some sections is an important condition, in favor of the truck. South Jersey territory presents a fine example of this.

There the trucking is carried on to a great extent in some sections by large trucking companies one of which owned and operated eighteen large trucks in 1928. One company will send some of his trucks to another truckman when the latter needs them and will receive some from him at other times, for the sections are generally not at a height of production at the same time. If this condition became prevalent it would allow trucks to handle business to better advantage.

RATES: From distant points the truck, in general, is at a disadvantage with rail in respect to rates and only secures such products which are light, highly, perishable, or quite valuable. Practically all of this long distance hauling into New York consists of strawberries from the Carolinas; berries from Virginia, asparagus, cantaloupes, cucumbers, and berries from Delaware and Maryland; mushrooms, tomatoes, and huckleberries from Pennsylvania; brussel sprouts, cauliflower, beans and tomatoes from upper Long Island; fruit and berries from the upper Hudson Valley to Albany; and some beans and berries from the New Haven, Conn. area. Trucking of strawberries from Raleigh, N. C. might be cited as an example. A commission house in Washington market received a load by truck with transportation charges of $2.00 per 32-quart crate. An average on the same size package by rail was $1.25 rail charges plus 12½ cents cartage, making a total of $1.37½ cents. The spread between rail and truck rates is not always as great as the example given might indicate. The truck load runs from 150 to 175 - 32 quart crates. One truckman out in the field stated that he received $300.00 for the trip up from Raleigh with strawberries.

TOPOGRAPHY: The physical geography of a region has a strong influence upontrucking. An example is found in the Hudson Valley where level concrete roads on the east bank are conductive while the rounded tarvia roads on the west bank above Newburgh impede movement by truck.

INTER-CITY MOVEMENT: A movement in a small way is noted between cities, moving goods from one market where the price is low to another where the price is higher by motor truck. Shipments of this kind were received at New York this year from Philadelphia, Boston, New Haven, Providence, R. I., Albany, N. Y., Baltimore, and Newark.

DISTANCE FROM RAILROAD: The motor truck has been found very advantageous to certain producing areas removed some distance from a railroad station.

VOLUME OF BUSINESS: In the express truck area only those producing regions with a large volume of business and especially that kind of production which stretches over some length of time are favorable to motor truck transportation.

LOCAL CONDITION: Some areas will be moving nearly everything by truck where similar areas will be moving largely by rail. It seems to be a matter of local preference and being sold on the idea, or the push and originality of the truckmen.

CONDITIONS ON THE NEW YORK MARKET: The congestion in the Washington Market in New York is so terrific that the limit of the market truck business is nearly reached at some hours unless some improvements in receiving are made. Dealers complain of the congestion and also of the uncertainty and violent fluctuations in the market due to a lack of information incoming produce. A fleet of trucks may come in late and demoralize the market, or expected arrivals may fail to come. Some means of reporting the loadings in the evening are needed.

SMALL TRUCKERS: South of Jersey most of the trucking is done by small scale individuals with little capital who buy a truck or trucks on time. They

frequently fail to make payments and drop out.

CHANGE IN TYPE OF FARMING: The motor truck has had no influence on production except to increase production in places off railroad lines, and increase the production of highly perishable products as strawberries at a greater distance from the city. Only in a very few localities was even this effect found.

PRODUCE JOBBER AND COMMERCIAL TRUCKMAN: Wholesale dealers in fruits and vegetables in the cities of Middletown, Newburgh, and other places make a practice of carting produce both to and from New York, doing a custom business in hauling for farmers, and buying their own supplies which they cart back. Being loaded both ways they have a decided advantage.

TRUCKMAN-JOBBERS: One dealer-truckman at Greenport, L. I. owns a produce stand there, and buys large quantities of produce from farmers which he delivers to merchants on route to Brooklyn.

COUNTRY DEALERS: It is a common practice among the commission merchants to have a country agent when they pay a commission of 3%. These country agents solicit business for the dealer. In many cases they do not buy the produce nor do they even receive it, but merely go about among the growers speaking a good word for the dealer. The dealer in turn may send the country agent 3% of all that was received from that shipping point. The dealer may not have seen or even known of some of the shippers.

TRUCKMAN-DEALER: In some cases the truckman is acting both as country dealer and as carrier. In this case, he gets both his cartage and 3% commission. It would appear that many of the truckmen are missing this means of increasing their income which they could easily obtain since most of the larger trucking companies

visit practically all of the producers in their territory and could persuade them to ship to particular dealers. They could even pick out several dealers, and possibly act as agents for all of them.

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